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# CENTRAL FLORIDA BUSINESS

## Raytheon wins \$11.2B Army contract

By **RICHARD BURNETT**  
SENTINEL STAFF WRITER

Team Raytheon took the gold Tuesday as the Army's Orlando-based simulation-training agency awarded a contract worth as much as \$11.2 billion to maintain and operate Army training systems around the world.

The local agency, in handing out the biggest deal in its history, picked an industry team led by Waltham, Mass.-based Raytheon over a consortium led by General Dynamics Corp. of Falls Church, Va.

More than 2,000 jobs worldwide — including, potentially, 200 in Cen-

tral Florida — could be tied to the program known as Warfighter FOCUS, which is short for Field Operations and Customer Support.

Company and military officials said the technical work will support equipment for live-fire, simulator-based and computer-generated war games at Army posts throughout the U.S. and abroad. It consolidates three contracts, held by three companies, that are set to expire in October.

"This is a landmark program for Army training," said Rick Yuse, president of Raytheon Technical

### THE OLD DEAL

The Army's current arrangement, which ends Oct. 31, has Raytheon as the support contractor for live-fire training devices, Computer Sciences handling virtual training simulators, and General Dynamics dealing with computer-generated war games.

### THE NEW DEAL

The new deal is expected to save the military nearly **\$570 million** over the next 10 years, company and military officials said.

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## CONTRACT FROM C1

Services, which employs more than 60 people in its Orlando operation. "This is the first time the Army has asked a prime contractor to manage support for all three types of training systems. It is a major financial opportunity for the military and the Raytheon team."

The highly anticipated award galvanized much of the training-technology industry in Central Florida, which is home to the nation's largest cluster of military-training agencies and contractors. More than 100 companies and agencies employ close to 20,000 people locally.

Raytheon's team included its main partner, Computer Sciences Corp., and a roster of 64 defense contractors large and small, many with significant operations in Central Florida.

Raytheon and Computer

Sciences will manage the program at their Orlando facilities, which are located near the Army simulation agency in Central Florida Research Park. Also on the team: local units of BAE Systems, Rockwell Collins, Science Applications International Corp., Unitech Systems and DRS Technologies Inc., among others.

Rockwell Collins expects to provide software upgrades and advances for the Army's training simulators as part of Warfighter FOCUS, company spokeswoman Pam Tvrdisaid. Rockwell Collins, based in Cedar Rapids, Iowa, employs nearly two dozen people in Orlando.

Central Florida's training industry has been buzzing about the Warfighter FOCUS deal, industry experts said. The contract is not only the Army simulation agency's largest to date, it's also one of the few new programs this decade.

"It's been regarded as the contract for this business," said Jerry L. Stahl, an industry consultant and former deputy director of the Army simulation agency. "This is a big deal because it consolidates three separate contracts into one and that made the contractors team up and compete in a very different way this time."

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Richard Burnett can be reached at [rburnett@orlandosentinel.com](mailto:rburnett@orlandosentinel.com) or 407-420-5256.